

TRADING IN BRAZIL'S WILDS

SALESMAN FROM THREE TELLS OF BUSINESS WAYS.

Going out on the Road Given Means Journey of Two Years—Visits to Rio de Janeiro, Manaus, and Belém—Serious Neglect of Trade.

Down in Brazil the work of the commercial traveler is carried on under somewhat more unfavorable conditions than it is here, according to Ludwig C. de Florin, a young Swiss who is with a big importing house in Rio de Janeiro. He makes a "loop" every month down there or even twice a year. When the Brazilian drummer starts out with his samples he does not expect to get back within from eighteen months to two years, and the rural districts are somewhat behindhand in traveling facilities, and you never know when a mosquito full of the yellow jack is going to tackle you as you are navigating through a jungle.

Mr. de Florin didn't take a gloomy view of it, though, yesterday when at the Imperial he talked about his experiences. He has been in Brazil more than eight years and is going back. He thinks that American manufacturers lose a great deal of trade with that country by compelling Brazilian merchants to come all the way up here to look for novelties and trying to do business entirely by correspondence.

"Our house does business on the installment plan and we have 300 agents in various parts of Brazil," said Mr. de Florin. "We have twelve men traveling for the house in Brazil, and as the country is so big and the population so scattered one commercial journey usually takes a long time. We import a great many American articles."

"We sold 500 American typewriters of one make last year, thus doubling the importation into Brazil of that typewriter in one year. This we were able to do by a peculiar installment system we have. One feature is that we have drawings every week. We turn clubs of 500 members for the sale of typewriters and American automatic pianos. Each member pays a certain sum a week for 150 weeks, each one paying in advance for three weeks. The first lucky man gets his typewriter or piano for one week's subscription, the second for two weeks, and so on for the 150 weeks."

"One of our methods is to charter a steamer, which goes up the Amazon on a trip of a year or sixteen months. It is stocked out like a store and it travels all the way up into Peru, taking in exchange rubber or other products of the jungle. I have made two trips on this steamer. It whistles on approaching a camp, and the natives come out, they signal and we come to a stop and the Indians are allowed on board, one by one. The goods are displayed on big trays. For the most part they are firearms and other essential things."

"Often the river is so shallow in places that we have to wait for floods. Then there are apt to be delays for more than a week. A few years ago I was up the Rio Negro in the vessel when one day a native steward—I was the only white man on board—was bitten by a snake. He was dead within twenty-four hours. Then three others were taken with the same thing—it was yellow fever—and they died almost simultaneously. In all seven cases the snake was the captain, succumbed and I was left with only two, and none of us knew a single thing about a steam engine or steering the boat."

"We were helpless and almost hopeless. We had plenty of food, and the only thing we could do was to anchor. But the current of the river was so strong that it carried us steadily down the river notwithstanding. Of course we had a small boat and we used to go ashore to hunt, but the moment you put your foot on the ground there the mosquitoes are there, and the insects are legion and monstrous. We lay at anchor, or rather we came along for nineteen days before help came."

"In trading we would never land, as it was unsafe because of the Indians. My second voyage I let them know I was a Swiss. A few days afterward we heard the sound of gun shots and my men never came back."

"Usually the steamer comes down to Manaus loaded with rubber and to São Paulo or at Pará. Our firm ships no rubber. There are practically no railways in northern Brazil, and to get across the traveler is compelled to depend upon a little local steamship company."

"This year promises to be the best ever experienced from a business standpoint. All the crops are better than last year, and the number of people is increasing. The number they are doing business, and they are doing lots of business."

"It is of no use for a foreign house to imagine it can do business in Brazil by correspondence, especially in the interior. Scarcely any merchant in an interior town will take the trouble to reply to a letter. But if you show them samples they will come. I have seen why I know of some experienced travelers for German houses who in the course of a year have turned in orders to their houses amounting to 1,000,000 or 1,500,000 marks (\$350,000 to \$375,000)."

"For any firm down there that wishes to import American novelties it is necessary now for the first time to come all the way to the United States instead of having the samples shown him down there, which does not work like a charm. The American manufacturers do not mind prices so long as the quality is good. It seems to me that as the indications point to a great expansion of American trading abroad, it would pay American manufacturers at least to make an investigation of the possibilities down there."

TEXAS LAW VALID.

U. S. Supreme Court Upholds the Tax on Wholesale Oil Dealers.

WASHINGTON, April 4.—The law of Texas imposing taxes of 2 per cent on gross receipts from sales within the State by wholesale dealers in mineral oils and 2 per cent on the value of products handled was today held to be valid by the Supreme Court. The southwestern oil company which had been sued by the State for the payment of the tax on the ground that it was deprived of its property without due process of law and also denied the equal protection of the law, had obtained judgment for the taxes paid, and the company had defended, therefore it had had due process of law. There was no denial of the equal protection of the law, was held, because retail oil dealers or dealers in other commodities were not similarly taxed, for the State had the power to prescribe any system for taxation which did not run counter to the State or Federal Constitution, and could classify the different objects taxed. The tax on an occupation tax was therefore valid and the judgment of the Texas courts was affirmed.

Trial of Wolf and Glaser to Begin April 18.

John Wolf of the brewing firm of Wolf & Zerkow of Ridgeview and Lawyer George L. Glaser, who were indicted for perjury in connection with the investigation of the American Tobacco Company, are to be tried before Justice Clarke in the Flushing Supreme Court on Monday, April 18, next. First day was set for April 18, next. Frank and counsel for Wolf and Glaser appeared before Justice Clarke in Flushing.

LATHROP, HASKINS & CO. DEBTS.

List of Unsecured Creditors in Large, Roberts, Hall & Criss Lending. Scheduled of Lathrop, Haskins & Co., stock brokers of 60 Broadway, who were put into bankruptcy on January 19, when the Columbus and Hocking Coal and Iron pool collapsed, give the liabilities as \$5,000,000, of which there are secured \$1,412,000, unsecured \$3,588,000 and wages, \$333. This is the summary, but other pages of the schedules give the secured debts as \$2,000,717; unsecured, \$1,624,302, and wages \$333. The assets are \$2,005,412, consisting of notes, \$18,864; office furniture, \$609; accounts, \$202,332; stocks and bonds, \$1,147,131; and cash in banks, \$30,545. James R. Keene appears as a debtor for \$27,997; James R. Keene and H. S. Haskins jointly, \$15,014, and Berthold Levi, \$265,025.

Among the secured creditors are the National City Bank, \$710,000; the Farmers Loan and Trust Company, \$300,000; the Guaranty Trust Company, \$200,000; the Market and Fulton National Bank, \$100,000; the Import and Trade National Bank, \$100,000; the Central Trust Company, \$100,000; the Bank of Montreal, \$44,461; the Royal Bank of Canada, \$100,000; the Lincoln Trust Company, \$55,178; the Metropolitan Trust Company, \$40,673; the Commercial Union Trust Company, \$30,000; the City Bank, \$121,700; J. M. Fluke & Co., \$112,978; the Columbus and Hocking Coal and Iron Company underwriting syndicate, \$49,542; Miss Mary E. Haskins, \$12,730; Mrs. Anna F. Leverich, \$12,730; Lathrop S. Haskins, \$12,730; and Leigh Haskins, \$12,730.

Henry G. Leverich, one of the partners, has individual liabilities of \$100,000 to Annie F. Leverich, Henry G. Haskins, the other partner, has individual liabilities of \$798.

DADY'S OFFSET FOR \$3,000.

Stanton Says Brooklyn Man Talked of Political Work for a Bond House.

That Michael J. Dady, former Republican leader of Brooklyn and now a district leader there, talked to him of "political work" done for the banking house of Farnon, Leach & Co. as an offset for a \$3,000 claim is the testimony of Walter Stanton, formerly connected with Farnon, Leach & Co. and later head of a bond house of his own, which is now in liquidation.

Stanton's firm, Walter Stanton & Co., is suing Dady for \$3,000. Of this amount \$25,000 is claimed as 10 per cent of the \$250,000 Dady got from the Government of Intervention in Cuba in 1898 for giving up his rights to contracts for the sewing and paying of Havana.

The complaint states that Stanton was to take all the city bonds that Dady got for his work under the contract and that Stanton advanced him \$2,500 on the contract. It is alleged that when Gen. Wood caused the contract to be annulled the payment of \$250,000 Stanton was to get the 10 per cent for his interest. Stanton and other witnesses in Havana were examined by commission in the case and in the testimony filed here yesterday Stanton alleged that Dady at that time agreed to pay back the \$5,000. Later when Stanton asked Dady if he really repaid that he thought it was about offset by "political work" done for Farnon, Leach & Co. Stanton asked what Farnon, Leach & Co. had to do with him but Dady didn't reply.

VISITING VON AUERSPERG.

Rich Young Bachelor Seeing America Before Going Into the Reichsrath.

Count Guido von Auersperg, who owns three estates near Vienna and has literary aspirations, arrived yesterday by the Hamburg-American liner Kaiserin Augusta Victoria from Hamburg to study political, social and other economies in America. He is 28, single and good looking, but says he is a poor fellow. He is going to come here to marry an American girl. He will spend the next two weeks looking into social conditions. He will then go West, and be given at Dayton, Ohio, to Sir Ernest Shackleton. The Count will read at the dinner on the side of his composition. He expects to enter the Reichsrath next year and is equipping himself with political and other knowledge. He owns about 100,000 acres and employs about 5,000 peasants. While here he will stop at the Flies, and his friend Dr. Carl Weiss will show him the town.

Imprisoned Sparrows Break Out.

ORANGE, N. J., April 4.—Before the special rescue committee of the Orange Lodge of Elks arrived at the home this morning to superintend the saving of the colony of sparrows imprisoned in the hollow walls of the addition, workers were sent around that the rescue was not necessary, as the sparrows had pecked a hole in the mortar that filled one of the larger spaces and liberated themselves. How the birds were freed, and how the liberation took place during the night, only the hole was left this morning when the masons got to work.

Court Calendars This Day.

Supreme Court—Appellate Division, Nos. 227, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000.

Court of Appeals Calendar.

APRIL 4.—The Court of Appeals calendar for to-morrow: Nos. 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000.



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